



The Company

Monarch Recruiting has experience building some of the most innovative, disruptive and entertaining companies on Earth. Focused on developing high growth companies in the Content, Tech, Esports, Ecommerce and Cannabis space, we provide an unparalleled suite of offerings to our clients from Contingency & Retained Recruiting to bespoke Consulting services. We're able to provide our clients with the tools, data, insights, roadmap *and* talent necessary to scale its most important asset: it's team.

Tl:dr- We develop Teams, Create Leaders and build Companies

The Team

Prior to launching Monarch Recruiting in 2020, Josh and Avi (dba: "The Co-Founders") helped build teams at companies like Barstool Sports, Fiverr, HighSnobiety, Essence, The Trade Desk, FreeWheel etc. Building off of 20+ years of combined experience, they launched Monarch Recruiting and are currently in the process of building some of the biggest players in the Content, Tech, Meme, Esports, Cannabis, and Ecommerce space. We're growing insanely fast and that means a ton of opportunity to grow with us and make your mark. Our team is singularly focused on creating an amazing candidate/client experience and building the teams that are going to take our clients to the Moon.

Tl:dr- Our Team is experienced and rocks. #LFG

The Role

You're passionate about building some of the most exciting companies on the planet. You love the thrill of the chase. You're a hunter, a problem solver and naturally curious. You know how to tell a story and you know how to sell a story. We are looking for a Talent Partner who is committed to building strong relationships, telling our clients' stories and are as equally comfortable recruiting for entry-level Account Management positions as a high-profile Head of Brand Partnerships or VP Studio. The Talent Partners are the front lines of Monarch Recruiting and the main points of contact for some of the most influential talent in the industry.

You Will

- Develop and drive sourcing strategies with a focus on long and short term pipeline development.
- Deliver balanced and diverse candidate pipelines as well as actively network and establish positive relationships with diverse candidates and organizations.
- Be a utility player, helping to support the hiring needs across our business from sales, marketing, and content to some top secret products we're developing.
- Complete market research to understand where external talent pools exist and work collaboratively to tap into those talent pools.
- Develop an understanding of the companies we work with and help us stay on the bleeding edge, ensuring we continue to partner with the best-of-the-best.
- Contribute to Monarch Recruiting's social media presence.

You Have

- 1-2 years of sales or recruiting experience. This is important, but not as important as the following qualifications:
- A natural talent to tell amazing stories with rock-solid communication skills
- A competitive edge, a natural grit and a desire to always learn and be the best
- The ability to write compelling, witty, customized, and relevant outreach messages *and* to conduct phone & zoom interviews that leave candidates excited about the unique and exclusive opportunities that you're presenting.
- The EQ to build relationships through empathy and trust; you'll ride the ups and downs of the candidate experience alongside the candidate and it's critical that candidates understand that you 'get it'.
- A passion for inclusion, diversity, equality.

Tl:dr- You work hard, tell great stories, people tend to like you, and you want to build amazing and diverse companies in a really cool industry.

We'll be BFFs if

- You've got an insatiable curiosity to learn.
- You've got some interesting hobbies and can tell us a story about it.
- You've got a favorite meme and you're prepared to debate why it's the funniest one.
- You figure out some way of casually telling Avi that Josh is cooler.

Tl:dr- You're not boring and Josh has a complex.

Perks:

- Amazing Beltline location in Ponce City Market's backyard
- Monthly Plant Stipend (We need this to replace the plants we kill :()
- Weekly Happy Hour @ Local Pub
- Weekly local lunches
- Office Snacks
- Unlimited Coffee, Tea, Spoons and Fresh Cold Brew on tap